

Town Machine Pricing

Town Machines	Proposed Make	Proposed Model	1 Year Lease Cost	5 Year Total	Accessories
Town Hall-Finance	Toshiba	4515AC	\$828.00	\$4,140.00	Paper Trays/High Cap/C/S/P/F
Town Hall-Town Clerk	Toshiba	4515AC	\$828.00	\$4,140.00	Paper Trays/High Cap/C/S/P/F
Town Hall-Engineering	Toshiba	6516ACT	\$1,740.00	\$8,700.00	2 Paper Trays/High Cap/C/S/P/F/ST
Town Hall-Engineering(Front)	Toshiba	8518A	\$1,584.00	\$7,920.00	2 Paper Trays/High Cap/C/S/P/F/ST
Town Hall-Town Manger	Toshiba	4518A	\$600.00	\$3,000.00	2 Paper Trays/High Cap/C/S/P/F/ST
Town Hall-Nurses	Toshiba	8518A	\$1,584.00	\$7,920.00	2 Paper Trays/High Cap/C/S/P/F/ST
Town Hall-Assesor	Toshiba	4518A	\$600.00	\$3,000.00	2 Paper Trays/High Cap/C/S/P/F/ST
Town Hall-Tax Office	Toshiba	4518A	\$600.00	\$3,000.00	2 Paper Trays/High Cap/C/S/P/F/ST
Town Hall-Police	Toshiba	4515AC	\$828.00	\$4,140.00	Paper Trays/High Cap/C/S/P/F
Library	Toshiba	4515AC	\$828.00	\$4,140.00	Paper Trays/High Cap/C/S/P/F
Library (Coin-Op)	Toshiba	4518A	\$600.00	\$3,000.00	2 Paper Trays/High Cap/C/S/P/F/ST
Community Center-Parks & Rec	Toshiba	4515AC	\$828.00	\$4,140.00	Paper Trays/High Cap/C/S/P/F
Senior Center	Toshiba	4515AC	\$828.00	\$4,140.00	Paper Trays/High Cap/C/S/P/F
Animal Control	Toshiba	2515AC	\$564.00	\$2,820.00	2 paper trays/High Cap/C/S/P/F
Town Complex-Garage	Toshiba	2515AC	\$564.00	\$2,820.00	3 paper trays/High Cap/C/S/P/F
Town Complex-Facilities	Toshiba	2515AC	\$564.00	\$2,820.00	4 paper trays/High Cap/C/S/P/F
Town Complex-Water Control	Toshiba	4518A	\$600.00	\$3,000.00	2 Paper Trays/High Cap/C/S/P/F/ST
			<b>\$14,568.00</b>	<b>\$72,840.00</b>	

1214 monthly?

Prism office Solutions  
Branford, CT

BOE Machine Pricing

BOE Machines	Proposed Make	Proposed Model	1 Year Lease Cost	5 Year Total	Accessories
Hubbard	Toshiba	4518A	\$636.00	\$3,180.00	2 Paper Trays/High Cap/C/S/P/F/Punch/Staple
Hubbard	Toshiba	7518A	\$1,416.00	\$7,080.00	2 Paper Trays/High Cap/C/S/P/F/Punch/Staple
Berlin High	Toshiba	7518A	\$1,416.00	\$7,080.00	2 Paper Trays/High Cap/C/S/P/F/Punch/Staple
Berlin High	Toshiba	4518A	\$636.00	\$3,180.00	2 Paper Trays/High Cap/C/S/P/F/Punch/Staple
Berlin High	Toshiba	4518A	\$612.00	\$3,060.00	2 Paper Trays/C/S/P/Punch/Staple
Berlin High	Toshiba	4518A	\$612.00	\$3,060.00	2 Paper Trays/C/S/P/Punch/Staple
Berlin High	Toshiba	5518A	\$1,032.00	\$5,160.00	2 Paper Trays/High Cap/C/S/P/Punch/Staple
Berlin High	Toshiba	7518A	\$1,380.00	\$6,900.00	2 Paper Trays/High Cap/C/S/P/Punch/Staple
Berlin High	Toshiba	4518A	\$612.00	\$3,060.00	2 Paper Trays/C/S/P/Punch/Staple
Berlin High	Toshiba	7518A	\$1,416.00	\$7,080.00	2 Paper Trays/High Cap/C/S/P/F/Punch/Staple
Berlin High	Toshiba	7518A	\$1,416.00	\$7,080.00	2 Paper Trays/High Cap/C/S/P/F/Punch/Staple
Berlin High	Toshiba	4518A	\$612.00	\$3,060.00	2 Paper Trays/C/S/P/Punch/Staple
Berlin High	Toshiba	4515AC	\$1,080.00	\$5,400.00	2 Paper Trays/C/S/P/Punch/Staple (Booklet)
Berlin High	Toshiba	4518A	\$612.00	\$3,060.00	2 Paper Trays/C/S/P/Punch/Staple
Willard	Toshiba	4518A	\$636.00	\$3,180.00	2 Paper Trays/High Cap/C/S/P/F/Punch/Staple
Willard	Toshiba	7518A	\$1,380.00	\$6,900.00	2 Paper Trays/High Cap/C/S/P/Punch/Staple
Willard	Toshiba	4518A	\$612.00	\$3,060.00	2 Paper Trays/C/S/P/Punch/Staple
Willard	Toshiba	7518A	\$1,500.00	\$7,500.00	2 Paper Trays/High Cap/C/S/P/Punch/Staple (Booklet)
Willard	Toshiba	4518A	\$612.00	\$3,060.00	2 Paper Trays/C/S/P/Punch/Staple
McGee	Toshiba	7518A	\$1,380.00	\$6,900.00	2 Paper Trays/High Cap/C/S/P/Punch/Staple
McGee	Toshiba	6518A	\$1,188.00	\$5,940.00	2 Paper Trays/High Cap/C/S/P/Punch/Staple
McGee	Toshiba	6518A	\$1,188.00	\$5,940.00	2 Paper Trays/High Cap/C/S/P/Punch/Staple
McGee	Toshiba	4518A	\$612.00	\$3,060.00	2 Paper Trays/C/S/P/Punch/Staple
McGee	Toshiba	4518A	\$612.00	\$3,060.00	2 Paper Trays/C/S/P/Punch/Staple
McGee	Toshiba	3015AC	\$888.00	\$4,440.00	2 Paper Trays/C/S/P/Punch/Staple (Booklet)
McGee	Toshiba	8518A	\$1,632.00	\$8,160.00	2 Paper Trays/High Cap/C/S/P/Punch/Staple
Griswold	Toshiba	4518A	\$636.00	\$3,180.00	2 Paper Trays/High Cap/C/S/P/Punch/Staple
Griswold	Toshiba	6518A	\$1,188.00	\$5,940.00	2 Paper Trays/High Cap/C/S/P/Punch/Staple
Griswold	Toshiba	6518A	\$1,188.00	\$5,940.00	2 Paper Trays/High Cap/C/S/P/Punch/Staple
Griswold	Toshiba	7518A	\$1,380.00	\$6,900.00	2 Paper Trays/High Cap/C/S/P/Punch/Staple
BOE	Toshiba	7516ACT	\$2,004.00	\$10,020.00	2 Paper Trays/High Cap/C/S/P/Punch/Staple
BOE	Toshiba	7518A	\$1,380.00	\$6,900.00	2 Paper Trays/High Cap/C/S/P/Punch/Staple
BOE	Toshiba	3515AC	\$852.00	\$4,260.00	2 Paper Trays/C/S/P/Punch/Staple
BOE	Toshiba	4518A	\$612.00	\$3,060.00	2 Paper Trays/C/S/P/Punch/Staple
			<b>\$34,968.00</b>	<b>\$174,840.00</b>	

2,914 monthly?

Prism

2



# Pricing Overview

**Alternative #1** - Security card capability cost: **\$120** per machine

\*MultiStation Print licenses can be reused for new equipment

**Alternative #2** - Secure fax/email capability cost: **\$220** per month for XM Fax solution (additional discovery may be required)

**Alternative #3** - Coin/Credit/Payment Card for library: **\$1,899**

**Alternative #4** - High volume color device for middle school:  
**\$912.00** - 1 year Lease Cost

**Alternative #5** - Color device for Town Manager's office :  
**\$2,004.00** - 1 year Lease Cost

\*Price Per B&W Copy: \$0.0034

\*Price Per Color Copy: \$0.034

Cost Per Copy pricing includes: Consumable parts, labor, toner and staples for all machines.

\*All lease costs will remain flat for the life of the lease with no increases and is \$1 out at end of the lease through De Lage Landen.

\*Buyout cost of \$8,800 is included in total lease payment calculation.

**TOTAL 60 Month Lease Cost (No Alts.)= \$4,931 per month.**

Prism





# Automated Business Solutions - Sharp

Saithington, CT

Qty	Town Hall Current Model	Town Hall Replacement Model	Pages Per Minute	Monthly ea	Monthly ext
6	Toshiba 4505AC	Sharp MX-5071S	50	\$82.72	\$496.32
1	Toshiba 6506AC	Sharp MX-7081	70	\$155.69	\$155.69
2	Toshiba 8508A	Sharp MX-M905	90	\$172.96	\$345.92
2	Toshiba 4508A	Sharp MX-M5071S	50	\$70.49	\$140.98
1	Toshiba 3508A (Coin Op)	Sharp MX-M3571S	35	\$50.39	\$50.39
3	Toshiba 2505AC	Sharp MX-3071S	30	\$62.08	\$186.24
1	Toshiba 2508A	Sharp MX-M3071S	30	\$56.64	\$56.64
1	Toshiba 4518A	Sharp MX-M5071S	50	\$70.49	\$70.49
17	<b>Totals: Town Offices</b>				<b>\$1,502.67</b>

Configuration as requested per Appendix A	Options
2 paper Trays, Cabinet, Center Tray, Fax Standard 2 trays + plus High Capacity, Staple, Fax Standard 2 trays + plus High Capacity, Staple, Fax 2 paper Trays, Cabinet, Fax, Staple	2 trays plus 2,100 Sheet High Capacity (add \$6.90 per month ea)  2 trays plus 2,100 Sheet High Capacity (add \$6.90 per month ea) 2 trays plus 2,100 Sheet High Capacity (add \$6.90 per month ea), Jamex vend system (see below)
2 paper Trays, Cabinet, Center Tray 2 paper Trays, Cabinet, Center Tray, Fax 2 paper Trays, Cabinet, Fax, Staple 2 paper Trays, Cabinet, Fax, Staple	2 trays plus 2,100 Sheet High Capacity (add \$6.90 per month ea) 2 trays plus 2,100 Sheet High Capacity (add \$6.90 per month ea) 2 trays plus 2,100 Sheet High Capacity (add \$6.90 per month ea) 2 trays plus 2,100 Sheet High Capacity (add \$6.90 per month ea)

Qty	BOE Current Model	Town Hall Replacement Model	Pages Per Minute	Monthly ea	Monthly ext
13	Toshiba 4508A	Sharp MX-M5071S	50	\$70.49	\$916.37
10	Toshiba 7508A	Sharp MX-M7570	75	\$126.48	\$1,264.80
1	Toshiba 2508A	Sharp MX-M3071S	30	\$60.98	\$60.98
1	Toshiba 5508A	Sharp MX-M6071S	60	\$81.23	\$81.23
1	Toshiba 4505AC	Sharp MX-5071S	50	\$101.51	\$101.51
4	Toshiba 6508A	Sharp MX-M7570	75	\$126.09	\$504.36
1	Toshiba e3005ac	Sharp MX-3071S	30	\$80.87	\$80.87
1	Toshiba 8508A	Sharp MX-M905	90	\$172.96	\$172.96
1	Toshiba 7506AC	Sharp MX-8081	80	\$175.12	\$175.12
1	Toshiba 3505AC	Sharp MX-3571S	35	\$82.13	\$82.13
1	Toshiba 477S	Sharp MX-B557F	55	\$53.47	\$53.47
35	<b>Totals: BOE locations</b>				<b>\$3,493.80</b>

Configuration as requested per Appendix A	Options
2 paper Trays, Cabinet, Fax, Staple Standard 2 trays + plus High Capacity, Staple, Fax 2 paper Trays, Cabinet, Fax, Staple, Punch 2 paper Trays, Cabinet, Staple, Punch 2 paper Trays, Cabinet, Staple, Booklet Standard 2 trays + plus High Capacity, Staple, Fax 2 paper Trays, Cabinet, Staple, Booklet Standard 2 trays + plus High Capacity, Staple, Fax Standard 2 trays + plus High Capacity, Staple, Punch 2 paper Trays, Cabinet, Staple, Punch Standard 2 trays + plus High Capacity, Staple, Punch	2 trays plus 2,100 Sheet High Capacity (add \$6.90 per month ea)  2 trays plus 2,100 Sheet High Capacity (add \$6.90 per month ea) 2 trays plus 2,100 Sheet High Capacity (add \$6.90 per month ea) 2 trays plus 2,100 Sheet High Capacity (add \$6.90 per month ea)  2 trays plus 2,100 Sheet High Capacity (add \$6.90 per month ea)  2 trays plus 2,100 Sheet High Capacity (add \$6.90 per month ea)  2 trays plus 2,100 Sheet High Capacity (add \$6.90 per month ea)

52	<b>Totals: Town and BOE</b>				<b>\$4,996.47</b>
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<b>Cost Per page</b>	
Black and White	0.0039
Color	0.0390
<b>Staples</b>	Corner staple ctg : \$45.00 (2) 5,000 staple ctgs Booklet staple ctg: \$28.00 (2) 2,000 staple ctgs
<b>Options</b>	
Jamex 9557B Coin/ Bill/ Credit Card, 5 yr warranty	\$86.00 per month ea
Monthly credit card processing fee	\$25.00 per month ea
<b>Paper Cut device Management</b>	
	\$13.03 per month per device Includes card readers, installation and 5 year support (based on all 52 devices)



Attachment B – Proposal Form

Bid # 2022-25

Copiers (BOE & Town)

Additional information

**Costs:**

- 1) Equipment lease pricing included on Spreadsheet per device.
- 2) All Pricing will be fixed for the Term of the Lease agreement
  - a) Lease cost per machine (see attached spreadsheet with all individual pricing)
  - b) Cost per page (B&W): \$0.0039
  - c) Cost per page (Color): \$0.039
  - d) Maintenance Cost: Included in 2b&2c above
  - e) Toner Cost: Included in 2b&2c above
  - f) Staples Cost: Corner Staple Cartridge- \$45.00 (2) 5,000 staple cartridges  
Booklet Staple Cartridge- \$28.00 (2) 2,000 staple cartridges
  - g) Automated Business Solutions will return the equipment leased at the end of the term at no additional cost to the Town of Berlin.
  - h) Buyout Terms, if available: The lease is a Fair Market Value Lease.
- 3) Alternative #1- Security Card capability cost (see attached Alternatives Sheet for pricing)
- 4) Alternative #2- Secure Fax/email capability cost (see attached Alternatives Sheet for pricing)
- 5) Alternative #3- Coin/Credit Payment Card for Library (see attached Alternatives Sheet for pricing)
- 6) Alternative #4- High Volume color device for Middle School (see attached Alternatives Sheet for pricing)
- 7) Alternative #5- Color Device for Town Manager's Office (see attached Alternatives Sheet for pricing)
- 8) Lease Company: Leaf Equipment Finance
- 9) Termination Costs: Addendum #1 stated including termination costs. Attached pricing does not include that as we are not sure that the existing lease is to be paid off prior to the lease term date. To add the \$8,800 to the lease, would add \$157.52 per month to the Total Payment.



## Alternatives

### Alternative#1: Security Card Capability: (Integrated with current employee cards)

**PaperCut Device Management: \$13.03 per month per device.** Pricing is based on all 52 devices being set up with PaperCut. Includes Card readers on all devices, Installation and 5 years support.

### Alternative #2: Secure fax/email integrated offering

**Fax System option:** The fax System option will allow user to send faxes using PC driver to recipient, and also receive a confirmation of transmission. Also allows for incoming faxes to be received electronically and directed to an individual(s). To have all faxes outgoing and incoming to be handled through email, a Fax Server would need to be installed.

### Alternative#3: Coin and Credit Card payment Capability:

**Jamex 9557B Coin/ Bill and Credit Card: \$86.00 per month per device.** Pricing includes Delivery, set up and installation of unit, 5 year Warranty.

Monthly Credit card processing Fee: \$25.00 per month. Includes up to 300 transactions.

### Alternative#4: High Volume Color device for Middle School: (see Sharp MX-8081 on Price Sheet, \$175.12 per month)

### Alternative#5: Color Device for Town Manger's Office: (See Sharp MX-5071S on Price Sheet, \$82.72 per month)



Automated Business Solutions  
Canon

Qty	Town Hall Current Model	Town Hall Replacement Model	Pages Per minute	Monthly ea	Monthly ext
6	Toshiba 4505AC	Canon imageRUNNER ADVANCE DX C5850i	50	\$100.95	\$605.70
1	Toshiba 6506AC	Canon imageRUNNER ADVANCE DX C5870i	70	\$151.95	\$151.95
2	Toshiba 8508A	Canon imageRUNNER ADVANCE DX 8786i	86	\$179.61	\$359.22
2	Toshiba 4508A	Canon imageRUNNER ADVANCE DX 4745i	45	\$69.99	\$139.98
1	Toshiba 3508A (Coin Op)	Canon imageRUNNER ADVANCE DX 4745i	45	\$52.89	\$52.89
3	Toshiba 2505AC	Canon imageRUNNER ADVANCE DX C3826i	26	\$45.66	\$136.98
1	Toshiba 2508A	Canon imageRUNNER ADVANCE DX 4725i	25	\$56.96	\$56.96
1	Toshiba 4518A	Canon imageRUNNER ADVANCE DX 4745i	45	\$69.99	\$69.99
17	Totals: Town Offices				\$1,573.67

Qty	BOE Current Model	Town Hall Replacement Model	Pages Per minute	Monthly ea	Monthly ext
13	Toshiba 4508A	Canon imageRUNNER ADVANCE DX 4745i	45	\$69.99	\$909.87
10	Toshiba 7508A	Canon imageRUNNER ADVANCE DX 6780i	60	\$156.59	\$1,565.90
1	Toshiba 2508A	Canon imageRUNNER ADVANCE DX 4725i	25	\$55.81	\$55.81
1	Toshiba 5508A	Canon imageRUNNER ADVANCE DX 6860i	60	\$107.34	\$107.34
1	Toshiba 4505AC	Canon imageRUNNER ADVANCE DX C5850i	50	\$129.75	\$129.75
4	Toshiba 6508A	Canon imageRUNNER ADVANCE DX 6870i	70	\$147.19	\$588.76
1	Toshiba e3005ac	Canon imageRUNNER ADVANCE DX C3830i	30	\$89.22	\$89.22
1	Toshiba 8508A	Canon imageRUNNER ADVANCE DX 8786i	86	\$178.54	\$178.54
1	Toshiba 7506AC	Canon imagePRESS Lite C170	70	\$222.79	\$222.79
1	Toshiba 3505AC	Canon imageRUNNER ADVANCE DX C3835i	35	\$82.64	\$82.64
1	Toshiba 477S	Canon imageRUNNER ADVANCE DX C5850i	50	\$103.21	\$109.29
35	Totals: BOE locations				\$4,039.91

52	Totals: Town and BOE				\$5,613.58
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Cost Per page	
Black and White	0.0039
Color	0.0390
Staples	
Corner staple ctg : \$45.00 (2) 5,000 staple ctgs	
Booklet staple ctg: \$28.00 (2) 2,000 staple ctgs	
Options	
Jamex 9557B Coin/ Bill/ Credit Card, 5	
yr warranty	\$86.00 per month ea
Monthly credit card processing fee	\$25.00 per month ea
uniFLOW Device Management	
\$14.33 per month per device	
Includes card readers, installation and 5	
year support (based on all 52 devices)	

Southington, CT

Configuration as requested per Appendix A	Options
2 paper Trays, Cabinet, Center Tray, Fax	2 trays plus 2,450 Sheet High Capacity (add \$9.15 per month ea)
Standard 2 trays + plus High Capacity, Staple, Fax	
Standard 2 trays + plus High Capacity, Staple, Fax	
2 paper Trays, Cabinet, Fax, Staple	2 trays plus 2,450 Sheet High Capacity (add \$9.15 per month ea)
	2 trays plus 2,450 Sheet High Capacity (add \$9.14 per month ea),
2 paper Trays, Cabinet, Center Tray	Jamex vend system (see below)
2 paper Trays, Cabinet, Center Tray, Fax	2 trays plus 2 additional 550 sheet trays(add \$9.15 per month ea)
2 paper Trays, Cabinet, Fax, Staple	2 trays plus 2,450 Sheet High Capacity (add \$9.15 per month ea)
2 paper Trays, Cabinet, Fax, Staple	2 trays plus 2,450 Sheet High Capacity (add \$9.15 per month ea)

Configuration as requested per Appendix A	Options
2 paper Trays, Cabinet, Fax, Staple	2 trays plus 2,450 Sheet High Capacity (add \$9.15 per month ea)
Standard 2 trays + plus High Capacity, Staple, Fax	
2 paper Trays, Cabinet, Fax, Staple, Punch	2 trays plus 2,450 Sheet High Capacity (add \$9.15 per month ea)
2 paper Trays, Cabinet, Staple, Punch	2 trays plus 2,450 Sheet High Capacity (add \$9.15 per month ea)
2 paper Trays, Cabinet, Staple, Booklet	2 trays plus 2,450 Sheet High Capacity (add \$9.15 per month ea)
Standard 2 trays + plus High Capacity, Staple, Fax	
2 paper Trays, Cabinet, Staple, Booklet	2 trays plus 2,450 Sheet High Capacity (add \$9.15 per month ea)
Standard 2 trays + plus High Capacity, Staple, Fax	
Standard 2 trays + plus High Capacity, Staple, Punch	
2 paper Trays, Cabinet, Staple, Punch	
Standard 2 trays + plus High Capacity, Staple, Punch	2 trays plus 2,450 Sheet High Capacity (add \$9.15 per month ea)



## Attachment B – Proposal Form

Bid # 2022-25

Copiers (BOE & Town)

### Additional information

#### **Costs:**

- 1) Equipment lease pricing included on Spreadsheet per device.
- 2) All Pricing will be fixed for the Term of the Lease agreement
  - a) Lease cost per machine (see attached spreadsheet with all individual pricing)
  - b) Cost per page (B&W): \$0.0039
  - c) Cost per page (Color): \$0.039
  - d) Maintenance Cost: Included in 2b&2c above
  - e) Toner Cost: Included in 2b&2c above
  - f) Staples Cost: Corner Staple Cartridge- \$45.00 (2) 5,000 staple cartridges  
Booklet Staple Cartridge- \$28.00 (2) 2,000 staple cartridges
  - g) Automated Business Solutions will return the equipment leased at the end of the term at no additional cost to the Town of Berlin.
  - h) Buyout Terms, if available: The lease is a Fair Market Value Lease.
- 3) Alternative #1- Security Card capability cost (see attached Alternatives Sheet for pricing)
- 4) Alternative #2- Secure Fax/email capability cost (see attached Alternatives Sheet for pricing)
- 5) Alternative #3- Coin/Credit Payment Card for Library (see attached Alternatives Sheet for pricing)
- 6) Alternative #4- High Volume color device for Middle School (see attached Alternatives Sheet for pricing)
- 7) Alternative #5- Color Device for Town Manager's Office (see attached Alternatives Sheet for pricing)
- 8) Lease Company: Leaf Equipment Finance
- 9) Termination Costs: Addendum #1 stated including termination costs. Attached pricing does not include that as we are not sure that the existing lease is to be paid off prior to the lease term date. To add the \$8,800 to the lease, would add \$157.52 per month to the Total Payment.



## Alternatives

### Alternative#1: Security Card Capability: (Integrated with current employee cards)

**Canon uniFLOW Device Management: \$14.33 per month per device.** Pricing is based on all 52 devices being set up with uniFLOW. Includes Card readers on all devices, Installation and 5 years support.

### Alternative #2: Secure fax/email integrated offering

**Fax System option:** The fax System option will allow user to send faxes using PC driver to recipient, and also receive a confirmation of transmission. Also allows for incoming faxes to be received electronically and directed to an individual(s). To have all faxes outgoing and incoming to be handled through email, a Fax Server would need to be installed.

### Alternative#3: Coin and Credit Card payment Capability:

**Jamex 9557B Coin/ Bill and Credit Card: \$86.00 per month per device.** Pricing includes Delivery, set up and installation of unit, 5 year Warranty.

Monthly Credit card processing Fee: \$25.00 per month. Includes up to 300 transactions.

### Alternative#4: High Volume Color device for Middle School: (see Canon imagePRESS LITE C170 on Price Sheet, \$222.79 per month as configured)

### Alternative#5: Color Device for Town Manger's Office: (See Canon imageRUNNER ADVANCE DX C5850i on Price Sheet, \$100.95 per month as configured)



ACT Group - Granwell, CT

Make	Town of Berlin Model	Quantity	Monthly Lease	Annual Lease	
				Total	
Ricoh	MP C4504 4 Paper Trays/C/S/P/F/ST	1	\$	90.43	\$ 1,085.16
Ricoh	MP C6503SP 2 Paper Trays/High Cap/C/S/P/F/ST	1	\$	176.63	\$ 2,119.56
Ricoh	MP 7503SP 2 Paper Trays/High Cap/C/S/P/F/ST	1	\$	188.49	\$ 2,261.88
Ricoh	MP 5055 4 Paper Trays/C/S/P/F/ST	1	\$	85.73	\$ 1,028.76
Ricoh	MP 2555 4 Paper Trays/C/S/P/Jamex	1	\$	115.69	\$ 1,388.28
Ricoh	MP C3504 4 Paper Trays/C/S/P/F/ST	1	\$	74.08	\$ 888.96
Ricoh	MP 3555 4 Paper Trays/C/S/P/F/ST	1	\$	79.41	\$ 952.92
Ricoh	MP 5055 4 Paper Trays/C/S/P/F/ST	1	\$	85.73	\$ 1,028.76

See page 3 for Town and BOE annual totals





ACT

Make	Berlin BOE Model	Quantity	Monthly Lease	Annual LeaseTotal	
Ricoh	MP 5055 4 Paper Trays/C/S/P/F/ST	1	\$	85.73	\$ 1,028.76
Ricoh	MP 7503SP 2 Paper Trays/High Cap/C/S/P/F/ST	1	\$	188.49	\$ 2,261.88
Ricoh	MP 3555 4 Paper Trays/C/S/P/F/ST/Punch	1	\$	85.01	\$ 1,020.12
Ricoh	MP 5055 4 Paper Trays/C/S/P/ST/Punch	1	\$	80.79	\$ 969.48
Ricoh	MP C4504 4 Paper Trays/C/S/P/ST/Booklet Maker	1	\$	88.84	\$ 1,066.08
Ricoh	MP 6503SP 2 Paper Trays/High Cap/C/S/P/ST	1	\$	151.80	\$ 1,821.60
Ricoh	MP C3504 4 Paper Trays/C/S/P/ST/Booklet Maker	1	\$	88.84	\$ 1,066.08
Ricoh	7503SP 2 Paper Trays/High Cap/C/S/P/F/ST	1	\$	188.49	\$ 2,261.88
Ricoh	MP C6503SP 2 Paper Trays/High Cap/C/S/P/ST/Punch/Staple	1	\$	176.63	\$ 2,119.56
Ricoh	MP C3504 4 Paper Trays/C/S/P/Punch/Staple	1	\$	83.80	\$ 1,005.60
Ricoh	MP C3504 4 Paper Trays/C/S/P/Punch/Staple	1	\$	83.80	\$ 1,005.60

2



ACT

Town of Berlin Totals 60-Month FMV

Quantity	Monthly Lease	Annual Lease Total
17	\$	\$ 21,486.36



Berlin BOE Totals 60-Month FMV

Quantity	Monthly Lease	Annual Lease Total
35	\$	\$ 54,988.92

Combined Town & BOE Totals 60-Month FMV

Quantity	Monthly Lease	Annual Lease Total
52	\$	\$ 76,475.28

Town of Berlin and Berlin BOE Annual Service

Cost Per Page

Cost per Page Black & White Copies and Prints

0.0058 \*

Cost per Page Color Copies and Prints

0.058 \*

\* Annual Escalation Based on Actual Volume or Price Increases Passed on to ACT by Ricoh

Maintenance Cost/ Includes Parts, Labor, & Travel

Included in Cost per Page

Included in Cost per Page

Included in Cost per Page

\$4,500.00 After Final Payment and Upon Receipt of Return Authorization

Lease Termination Equipment Return Cost

Delivery of Ricoh Equipment

Buyout Terms

Included in Lease Payment

Fair Market Value at Lease End

First Citizens Bank & Trust Company CIT

Leasing Company

Town of Berlin and Berlin BOE Alternatives

Monthly Lease Annual Lease Total

Follow me Print & Scan for Town

\$ 145.99 \$ 1,751.88

Follow me Print & Scan for BOE

\$ 251.49 \$ 3,017.88

PaperCut includes BYOD mobile print, Google Print, Scan to Office 365, Print to Any Device, Reporting Tools

Card Readers for Town

\$ 62.27 \$ 747.24

Card Readers for BOE

\$ 124.53 \$ 1,494.36

Secure Fax (up to 1,000 fax pages per month)

\$ 1,379.36 Annually, Inc 5 fax #'s ported unlimited users 0.08 over

Additional Jamex unit added to existing copier

\$ 42.69 \$ 512.28

Jamex card payment system

To Be Determined Based on Scope of Work

High Volume Color for MS (MPc6503)

\$ 130.84 \$ 1,570.08

Color for Town Manager (MPc4504)

\$ 66.98 \$ 803.76

35



UBCO Middletown, CT

**RICOH BID**

Quantity	Current	Model	Replacement Model	Paperbank	Finish/Styler	bridge unit	Hole punch	Fax	console	Coin Op	Lease 60 Mo	B/W CPC	Color CPC
<b>TOWN</b>													
6	Toshiba	4505AC	Ricoh IMC4500	PB3290 Tan	n/a	n/a	n/a	M37	n/a	N/A	\$953.22	0.0035	0.0344
1	Toshiba	6506AC	Ricoh IMC6000	PB3290	SR 3260	BU3090	n/a	M37	n/a	N/A	\$150.92	0.0035	0.0344
2	Toshiba	8508A	RICOH IM8000	standard	sr4150	n/a	n/a	m44	n/a	N/A	\$402.64	0.0035	0.0344
2	Toshiba	4508A	RICOH IM4000	PB3290	sr3250 intern	n/a	n/a	m45	n/a	N/A	\$124.34	0.0035	0.0344
1	Toshiba	3508a	RICOH Im3500	pb3290	n/a	n/a	n/a	m37	n/a	Ex2000	\$150.73	0.0035	0.0344
3	Toshiba	2505AC	RICOH IMC2500	pb3300	n/a	n/a	n/a	m45	n/a	N/A	\$176.61	0.0035	0.0344
1	Toshiba	2508A	RICOH IM2500	pb3290	sr3250 intern	n/a	n/a	m45	n/a	N/A	\$47.11	0.0035	0.0344
1	TOSHIBA	4518A	RICOH IM4000	pb3290	sr3250 intern	n/a	n/a	m45	n/a	N/A	\$62.17	0.0035	0.0344
<b>BOE</b>													
12	TOSHIBA	4508A	RICOH IM4000	pb3290	sr3250 intern	n/a	n/a	m45	n/a	N/A	\$746.04	0.0035	0.0344
10	TOSHIBA	7508A	RICOH IM7000	Standard	sr4150	n/a	n/a	m44	n/a	N/A	\$1,698.50	0.0035	0.0344
1	TOSHIBA	2508A	RICOH IM2500	pb3290	sr3250 intern	n/a	pu3070	m45	n/a	N/A	\$47.11	0.0035	0.0344
1	TOSHIBA	5508A	RICOH IM6000	pb3290	sr3260	bu3090	pu3080	n/a	n/a	N/A	\$129.81	0.0035	0.0344
1	TOSHIBA	4505AC	RICOH IMC4500	n/a	sr3270	bu3090	n/a	n/a	type F	N/A	\$122.37	0.0035	0.0344
4	TOSHIBA	6508A	RICOH IM7000	Standard	sr4150	n/a	pu3090	m44	n/a	N/A	\$679.40	0.0035	0.0344
1	TOSHIBA	E3005AC	RICOH IMC3000	pb3290	sr3270	bu3090	n/a	n/a	n/a	N/A	\$73.24	0.0035	0.0344
1	TOSHIBA	8508A	RICOH IM8000	Standard	sr4150	n/a	n/a	m44	n/a	N/A	\$201.32	0.0035	0.0344
1	TOSHIBA	7606AC	RICOH IMC8000	Standard	sr4150	n/a	pu3090	n/a	n/a	N/A	\$201.32	0.0035	0.0344
1	TOSHIBA	3505AC	RICOH IMC3500	n/a	sr3250 intern	n/a	pu3070	n/a	type F	Cab	\$92.86	0.0035	0.0344
1	TOSHIBA	4775	RICOH IM4000	PB3290	sr3250 intern	n/a	pu3070	n/a	n/a	n/a	\$62.17	0.0035	0.0344

60 MO \$6,121.88  
CPC Includes Service, Supplies and Staples excludes paper  
Upon request CPC can be billed into the Lease  
Buyout \$31.66

20067.74  
41054.19



# Base Technologies MFP upgrade recommendation:

Bethel, CT

Base Technologies models have advanced, high internal memory to process files quickly through print process and not materially degrade speed of copier.

CURRENT Competitor Unit	QTY:	Kyocera model	Accessories	Cost Per MFP Per Month	Cost for QTY: MFPs Per Month	Annual Lease Cost Per Machine Each of 5 Years
Town						
Toshiba 4505AC-45PPM, color A3, high cap, C/S/P/F	6	km4054ci	40PPM, color A3, high cap, C/S/P/F	\$86.00	\$516.00	\$1,032.00
Toshiba 6506AC-65PPM, color A3, high cap, C/S/P/F/ST	1	km6054ci	60PPM, color A3, high cap, C/S/P/F/ST	\$110.00	\$110.00	\$1,320.00
Toshiba 8508A-85PPM, B/W A3, high cap, C/S/P/F/ST	2	km8003i	80PPM, B/W A3, high cap, C/S/P/F/ST	\$156.00	\$312.00	\$1,872.00
Toshiba 4508A-45PPM, B/W A3, high cap, C/S/P/F/ST	2	km4004i	40PPM, B/W A3, high cap, C/S/P/F/ST	\$76.00	\$152.00	\$912.00
Toshiba 3508A-35PPM, B/W A3, high cap, C/S/P/ JAMEX coin operation	1	km4004i	40PPM, B/W A3, high cap, C/S/P/. Alternative JAMEX coin operation cost on separate Alternative costs page. Coin operation costs not included in this costs.	\$71.00	\$71.00	\$852.00
Toshiba 2505AC-25PPM, color A3, high cap, C/S/P/F	3	km2554ci	25PPM, color A3, high cap, C/S/P/F	\$67.00	\$201.00	\$804.00
Toshiba 2508A-25PPM, B/W A3, high cap, C/S/P/F/ST	1	km3212i	32PPM, B/W A3, high cap, C/S/P/F/ST	\$62.00	\$62.00	\$744.00
Toshiba 4518A-45PPM, B/W A3, high cap, C/S/P/F/ST	1	km4004i	PF-7150, DP-7150, DF-7120, Fax System 12	\$76.00	\$76.00	\$912.00
					1,500	
BOE						
Toshiba 4508A-45PPM, B/W A3, high cap, C/S/P/F/ST	13	km4004i	PF-7150, DP-7150, DF-7120, Fax System 12	\$76.00	\$988.00	\$912.00





Toshiba 7508A-75PPM, B/W A3, high cap, C/S/P/F/ST	10	km7004i	70PPM, B/W A3, high cap, C/S/P/F/ST	\$99.00	\$990.00	\$1,188.00
Toshiba 2508A-25PPM, B/W A3, high cap, C/S/P/F/Punch	1	km3212i	32PPM, B/W A3, high cap, C/S/P/F/Punch	\$67.00	\$67.00	\$804.00
Toshiba 5508A-55PPM, B/W A3, high cap, C/S/P/Punch	1	km5004i	50PPM, B/W A3, high cap, C/S/P/Punch	\$78.00	\$78.00	\$936.00
Toshiba 4505AC-45PPM, color A3, high cap, C/S/P Booklet Maker	1	km4054ci	40PPM, color A3, high cap, C/S/P Booklet Maker	\$102.00	\$102.00	\$1,224.00
Toshiba 6508A-65PPM, B/W A3, high cap, C/S/P/Punch Staple	4	km6004i	60PPM, B/W A3, high cap, C/S/P/Punch Staple	\$91.00	\$364.00	\$1,092.00
Toshiba 3005ac-30PPM, color A3, high cap, C/S/P Booklet Maker	1	km3554ci	35PPM, color A3, high cap, C/S/P Booklet Maker	\$97.00	\$97.00	\$1,164.00
Toshiba 8508A-85PPM, B/W A3, high cap, C/S/P/F/ST	1	CS8003i	80PPM, B/W A3, high cap, C/S/P/F/ST	\$156.00	\$156.00	\$1,872.00
Toshiba 7506AC-75PPM, color A3, high cap, C/S/P/F/Punch/Staple	1	km7353ci	73PPM, color A3, high cap, C/S/P/F/Punch/Staple	\$188.00	\$188.00	\$2,256.00
Toshiba 3505AC-35PPM, color A3, high cap, C/S/P/Punch/Staple	1	km3554ci	35PPM, color A3, high cap, C/S/P/Punch/Staple	\$84.00	\$84.00	\$1,008.00
Toshiba 477S-47PPM, B/W A4,1 paper tray high cap, C/S/P/Punch/Staple	1	508ci	52PPM, B/W A4,1 paper tray high cap, C/S/P/Punch/Staple	\$73.00	\$73.00	\$876.00

3,187





## **Base Technologies MFP upgrade recommendation cont.:**

Costs include delivery, installation and with Town of Berlin and BOE IT team, network connect all MFPs.

### **Maintenance Costs/Page Costs:**

Cost per page (B/W) \$0.0039

Cost per page (Color) \$0.039

Maintenance cost is a cost per page for B/W and Color.

Toner and Staples cost is included in B/W and Color cost per page.

LEAF a division of Connecticut based Peoples Bank is leasing company we will use.

Costs include return to leasing company costs.

**Base Technologies has a 94% first-call completion, techs arrive within 4 hours on 91% of their calls, and 98.6% customer satisfaction rate!**





## Base Technologies MFP upgrade recommendation cont.:

### Requirements:

Follow me printing  
Utilizing tracking & reporting by machine and color print volume.  
Security code capability

#### Option 1 -

Base Technologies devices include standard PIN number cost tracking solution. User would enter a PIN number when printing or copying, a monthly report would be output with user printing activity. Users will print follow me via accessing MFPs on network.

#### Option 2 -

**Paper Cut** MF print management solution \$849. per month for 5 year lease.

Follow me printing  
Tracking and reporting by machine and color printing volumes  
Security code capability.  
Printing policies.  
Managed printing rules.  
Create policies like two-sided printing, B/W printing, +++  
Print from Chromebooks, Android, macOS, iOS, Windows+++  
Card Readers (52)  
PaperCut installed on 52 devices  
Annual software maintenance and support for 5 years.

Card reader/authentication kits (52) included.  
PaperCut remote install and licenses.



## Alternative Costs

**Alternative #1** – Security card capability cost (per machine, user, etc)  
\$5.40 per month, per copier added to 5 year lease.

**Alternative #2** – Secure Fax/email capability cost (per machine, user, etc)

Enterprise Fax Solution: Fax solution designed to dramatically reduce costs, Transforms Faxing with advanced workflows, fax annotation, multiple users, shared mailboxes, OCR and Bar Codes and with a simple, easy to use solution.

**Cost of FAX Solution \$241.02 per month for 5 year lease.**

Includes:

- 10,000 prepaid fax pages
- Incoming 800 number
- Porting existing numbers
- Local exchange numbers
- Secure File Transfer
- Annual Subscription

**Eliminates high cost Fax lines five years savings of \$70,000 based on eliminating 35 fax lines costing \$40 per line equals!**

Creates digital fax workflow

**Alternative #3** – Kyocera CS 4004i, B/W 40ppm, with high cap, C/S/P and Jamex Coin/Credit/Payment Card for Library \$158 per month

JAMEX Mobile Pay Solution \$81.58 per month for 5 year lease.

**Alternative #4** – High volume color device for middle school  
Upgrade eStudio 8508A to Kyocera CS8353ci is \$204.00 per month from \$76. Per month

**Alternative #5** – Color device for Town Manager's office  
Upgrade eStudio 4505AC to Kyocera CS4054ci color, 40 PPM \$102 per month from \$76. Per month.



Office Lists  
Plainville, CT

**Town of Berlin Proposed New Multifunction Copiers Cost Summary - Re. Bid #2022-25**

Submitted by The Office Works, Inc.  
February 22, 2022

Location	Proposed New Toshiba Model	Includes All Features Specified in the RFP	New 60 Month Lease Cost	Cost per Page Black*	Cost per Page Color*
Engineering (copy)	Toshiba 6516ACT	X	\$136.98	\$0.0038	\$0.0380
Engineering (front)	Toshiba 6518A	X	\$98.06	\$0.0048	
Animal Control	Toshiba 3015AC	X	\$73.10	\$0.0038	\$0.0380
Building Maintenance	Toshiba 3015AC	X	\$73.10	\$0.0038	
Garage	Toshiba 3015AC	X	\$73.10	\$0.0038	
Town Manager	Toshiba 4518A	X	\$60.43	\$0.0038	
Assesor	Toshiba 4518A	X	\$60.45	\$0.0038	
Finance	Toshiba 4515AC	X	\$88.56	\$0.0038	
Nurses	Toshiba 8518A	X	\$125.44	\$0.0038	
Library (coin op)	Toshiba 4518A	X	\$58.21	\$0.0038	
Library	Toshiba 4515AC	X	\$92.16	\$0.0038	
Police	Toshiba 4515AC	X	\$92.16	\$0.0038	
Senior Center	Toshiba 4515AC	X	\$92.16	\$0.0038	
Town Clerk	Toshiba 4515AC	X	\$63.58	\$0.0038	
Water & Sewer	Toshiba 3018A	X	\$48.22	\$0.0038	\$0.0380
Community Center	Toshiba 4515AC	X	\$94.87	\$0.0038	
Tax/Revenue Office	Toshiba 4518A	X	\$63.43	\$0.0038	
Total Cost:			\$1,419.96		

- The service and maintenance cost per page covers parts, labor, travel, staples and toner.
- The total lease cost includes delivery, installation, training and network connection.
- The lease cost also includes the cost to terminate the current lease, and remove and return the currently leased machines.
- The removal and return of the new machines at lease end is also included.

①



# Berlin B.O.E. Proposed New Multifunction Copiers Cost Summary - Re. Bid #2022-25

Submitted by The Office Works, Inc.  
February 22, 2022

Location	Proposed New Toshiba Model	Includes All Features Specified in the RFP	New 60 Month Lease Cost	Cost per Page Black*	Cost per Page Color*
Central Office Superintendent Secretary	Toshiba 3515ac	x	\$80.49	\$0.0038	\$0.0380
Central Office - Payroll	Toshiba 478s	x	\$39.60	\$0.0048	
Central Office - Mail Room	Toshiba 7516act	x	\$153.34	\$0.0038	\$0.0380
Central Office - Receptionist Area	Toshiba 7518a	x	\$112.45	\$0.0038	
Griswold School - Work Room S-O	Toshiba 4518a	x	\$58.21	\$0.0038	
Griswold School - Main Office	Toshiba 4518a	x	\$58.21	\$0.0038	
Griswold School - Faculty Room	Toshiba 6518a	x	\$103.01	\$0.0038	
Griswold School - Faculty Room	Toshiba 6518a	x	\$103.01	\$0.0038	
Griswold School - Work Room S-O	Toshiba 7518a	x	\$112.45	\$0.0038	
High School - Nurse Suite	Toshiba 3018a	x	\$59.13	\$0.0038	
High School - 14A - English Office	Toshiba 7518a	x	\$112.45	\$0.0038	
High School - D101 Small Hallway	Toshiba 5518a	x	\$97.15	\$0.0038	
High School - Library Media	Toshiba 4518a	x	\$58.21	\$0.0038	
High School - Guidance Suite	Toshiba 4518a	x	\$58.21	\$0.0038	
High School - 2403 Upbeat Room	Toshiba 4515ac	x	\$101.79	\$0.0038	\$0.0380
High School - Auto Staff Room	Toshiba 4518a	x	\$58.21	\$0.0038	
High School - 211 Language Lab	Toshiba 4518a	x	\$58.21	\$0.0038	
High School - Mail Room	Toshiba 7518a	x	\$114.03	\$0.0038	
High School - 12C Special Ed Suite	Toshiba 7518a	x	\$112.45	\$0.0038	
High School - 21B Science/Math	Toshiba 7518a	x	\$112.45	\$0.0038	
High School - 12C STEP Program	Toshiba 4518a	x	\$58.21	\$0.0038	
Hubbard School - Front	Toshiba 4518a	x	\$63.40	\$0.0038	
Hubbard School - Main Back	Toshiba 7518a	x	\$112.45	\$0.0038	

(2)



McGee - Closet near 116	Toshiba 4518a	x	\$58.21	\$0.0038	
McGee - Band Office	Toshiba 3015ac	x	\$96.31	\$0.0038	\$0.0380
McGee - Staff Café	Toshiba 4518a	x	\$58.21	\$0.0038	
McGee - Work Room 2nd	Toshiba 6518a	x	\$103.01	\$0.0038	
McGee - Library Media	Toshiba 8518a	x	\$95.06	\$0.0038	
McGee - Work Room 1st	Toshiba 6518a	x	\$103.01	\$0.0038	
McGee - Main Office	Toshiba 7518a	x	\$114.03	\$0.0038	
Willard School - Main Office	Toshiba 4518a	x	\$63.40	\$0.0038	
Willard School - Library Hall	Toshiba 4518a	x	\$63.40	\$0.0038	
Willard School - Book Room Lwr Lvl	Toshiba 4518a	x	\$58.21	\$0.0038	
Willard School - Art Hall	Toshiba 7518a	x	\$112.45	\$0.0038	
Willard School - Staff Room	Toshiba 7518a	x	\$112.45	\$0.0038	

Total Lease Cost:

\$3,163.57

- The service and maintenance cost per page covers parts, labor, travel, staples and toner.
- The total lease cost includes delivery, installation, training and network connection.
- The lease cost also includes the cost to terminate the current lease, and remove and return the currently leased machines.
- The removal and return of the new machines at lease end is also included.





## **Bid #2022-25**

### **Alternative Submittals**

#1) Any additional costs for alternatives are listed below

#2) Lease cost fixed for 60 months. Cost per page is fixed for 36 months with optional 7% increase per year thereafter. Market conditions would dictate the need for any increase. The maximum per page costs in year 5 would be \$.0045 per page for black pages and \$.0435 per page for color pages.

#3) Security Card capability: Add \$3.15 per machine, per month.

#4) Secure fax/e-mail: Included with lease pricing quoted.

#5) Coin-Op included with lease pricing quoted.

For credit card payment system add: \$44.96 per month, plus monthly credit card processing fee.

#6) Cost to add an additional high volume color unit (Toshiba e-Studio 6516ACT) to the lease for the Middle School: \$130.00 per month.

#7) Substitute a color device (Toshiba e-Studio 4515AC) for the Town Manger's office. Add: \$26.55 per month.





KONICA MINOLTA

## Financial Considerations: Option # 1: Like-for-Like Board of Education

Equipment Recommendations – (See Tables below for direct cost per device)

- 1 BizHub 808 B/W Digital Multifunctional w/ Card Reader
- 1 BizHub 300i B/W Digital Multifunctional w/ Card Reader
- 14 BizHub 450i B/W Digital Multifunctional w/ Card Reader
- 1 BizHub 550i B/W Digital Multifunctional w/ Card Reader
- 4 BizHub 650i B/W Digital Multifunctional w/ Card Reader
- 11 BizHub 750i B/W Digital Multifunctional w/ Card Reader
- 1 BizHub C300i Color Digital Multifunctional w/ Card Reader
- 1 BizHub C360i Color Digital Multifunctional w/ Card Reader
- 1 BizHub C450i Color Digital Multifunctional w/ Card Reader

**60 Mo FMV Lease: \$4,828.65**

### Solutions Recommendation

- Dispatcher Paragon (35 licenses w/ M & S)
  - Cloud Based Centralized Print Center Management Platform
  - Secure Print Release
  - eFax

**60 Mo FMV Lease: \$ 980.00**

### Maintenance Program

- All Supplies, (toner, developer, staples and drums), excludes paper.
- All Parts and Labor provided On-site
- Includes an allowance of 207,000 B/W monthly copies
  - Additional B/W copies to be billed at \$0.0042 Reconciled quarterly
  - Color copies to be billed at \$0.0420 Reconciled Quarterly

**Maintenance Plan per month: \$869.40**

**Total Projected Monthly Investment**

**\$6,678.05**



## BOE Option #1 Like-for-Like

CURRENT STATE							KONICA MINOLTA Like-for-Like	
LOC	DEPT (Per Purchasing Portal)	QTY	MAKE	TYPE	MODEL	CONFIGURATION (Per BOE Usage Addendum)	KM MODEL	MONTHLY LEASE
BOE	BOE	1	Toshiba	BW	477S	1 paper tray/C/S/P/Punch/Staple	450i	\$ 90.83
BOE	BOE	1	Toshiba	CLR	7506AC	2 paper trays/High Cap/C/S/P/Punch/Staple	750i	\$ 197.23
BOE	BOE	1	Toshiba	BW	7508A	2 paper trays/High Cap/C/S/P/ST	750i	\$ 187.84
BOE	GRISWOLD ELEMENTARY	1	Toshiba	BW	4508A	2 paper trays/High Cap/C/S/P/ST	450i	\$ 97.52
BOE	GRISWOLD ELEMENTARY	1	Toshiba	BW	6508A	2 paper trays/High Cap/C/S/P/Punch/Staple	650i	\$ 172.03
BOE	GRISWOLD ELEMENTARY	1	Toshiba	BW	6508A	2 paper trays/High Cap/C/S/P/Punch/Staple	650i	\$ 172.03
BOE	GRISWOLD ELEMENTARY	1	Toshiba	BW	7508A	2 paper trays/High Cap/C/S/P/ST	750i	\$ 183.64
BOE	HIGH SCHOOL	1	Toshiba	BW	2508A	2 paper trays/C/S/P/F/P/ST	300i	\$ 90.35
BOE	HIGH SCHOOL	1	Toshiba	BW	4508A	2 paper trays/C/S/P/ST	450i	\$ 87.51
BOE	HIGH SCHOOL	1	Toshiba	BW	4508A	2 paper trays/C/S/P/ST	450i	\$ 87.51
BOE	HIGH SCHOOL	1	Toshiba	BW	4508A	2 paper trays/C/S/P/ST	450i	\$ 87.51
BOE	HIGH SCHOOL	1	Toshiba	BW	4508A	2 paper trays/C/S/P/ST	450i	\$ 87.51
BOE	HIGH SCHOOL	1	Toshiba	BW	4508A	2 paper trays/C/S/P/ST	450i	\$ 87.51
BOE	HIGH SCHOOL	1	Toshiba	BW	5508A	2 paper trays/High Cap/C/S/P/Punch	550i	\$ 143.33
BOE	HIGH SCHOOL	1	Toshiba	BW	7508A	2 paper trays/C/S/P/F/ST	750i	\$ 189.71
BOE	HIGH SCHOOL	1	Toshiba	BW	7508A	2 paper trays/High Cap/C/S/P/F/ST	750i	\$ 189.71
BOE	HIGH SCHOOL	1	Toshiba	BW	7508A	2 paper trays/High Cap/C/S/P/F/ST	750i	\$ 189.71
BOE	HIGH SCHOOL	1	Toshiba	BW	7508A	2 paper trays/High Cap/C/S/P/ST	750i	\$ 183.64
BOE	HIGH SCHOOL	1	Toshiba	CLR	3505AC	2 paper trays/C/S/P/Punch/Staple	C360i	\$ 109.57
BOE	HIGH SCHOOL	1	Toshiba	CLR	4505AC	2 paper trays/C/S/P/Booklet maker	C450i	\$ 156.43
BOE	HUBBARD ELEMENTARY	1	Toshiba	BW	4508A	4 paper trays/C/S/P/F/ST	450i	\$ 99.48
BOE	HUBBARD ELEMENTARY	1	Toshiba	BW	7508A	2 paper trays/High Cap/C/S/P/F/ST	750i	\$ 189.71
BOE	MIDDLE SCHOOL	1	Toshiba	BW	4508A	2 paper trays/C/S/P/ST	450i	\$ 87.51
BOE	MIDDLE SCHOOL	1	Toshiba	BW	4508A	2 paper trays/C/S/P/ST	450i	\$ 87.51
BOE	MIDDLE SCHOOL	1	Toshiba	BW	8508A	2 paper trays/High Cap/C/S/P/ST	808	\$ 193.35
BOE	MIDDLE SCHOOL	1	Toshiba	BW	6508A	2 paper trays/High Cap/C/S/P/Punch/Staple	650i	\$ 172.03
BOE	MIDDLE SCHOOL	1	Toshiba	BW	6508A	2 paper trays/High Cap/C/S/P/Punch/Staple	650i	\$ 172.03
BOE	MIDDLE SCHOOL	1	Toshiba	BW	7508A	2 paper trays/High Cap/C/S/P/ST	750i	\$ 183.64
BOE	MIDDLE SCHOOL	1	Toshiba	CLR	E3005AC	2 paper trays/High Cap/C/S/P/Booklet maker	C300i	\$ 104.66
BOE	TBD (Per RFP)	1	Toshiba	BW	4508A	2 paper traysC/S/P/F/ST	450i	\$ 93.57
BOE	WILLARD ELEMENTARY	1	Toshiba	BW	4508A	2 paper trays/C/S/P/ST	450i	\$ 87.51
BOE	WILLARD ELEMENTARY	1	Toshiba	BW	4508A	2 paper trays/C/S/P/ST	450i	\$ 87.51
BOE	WILLARD ELEMENTARY	1	Toshiba	BW	4508A	2 paper trays/High Cap/C/S/P/F/ST	450i	\$ 103.59
BOE	WILLARD ELEMENTARY	1	Toshiba	BW	7508A	2 paper trays/High Cap/C/S/P/ST	750i	\$ 183.64
BOE	WILLARD ELEMENTARY	1	Toshiba	BW	7508A	2 paper trays/High Cap/C/S/P/ST/BM	750i	\$ 191.83





KONICA MINOLTA

## **Financial Considerations: Option # 1: Like-for-Like Town of Berlin**

**Equipment Recommendations - (See Tables below for direct cost per device)**

- 2 BizHub 808 B/W Digital Multifunctional w/ Card Reader
- 1 BizHub 300i B/W Digital Multifunctional w/ Card Reader
- 2 BizHub 360i B/W Digital Multifunctional w/ Coin & Bill System
- 3 BizHub 450i B/W Digital Multifunctional w/ Card Reader
- 3 BizHub C250i Color Digital Multifunctional w/ Card Reader
- 6 BizHub C450i Color Digital Multifunctional w/ Card Reader
- 1 BizHub C650i Color Digital Multifunctional w/ Card Reader

**60 months FMV Lease: \$2,532.36**

### **Solutions Recommendation**

- Dispatcher Paragon (16 licenses w/ M & S)
  - Cloud Based Centralized Print Center Management Platform
  - Secure Print Release
  - eFax

**60 months FMV Lease: \$ 448.00**

### **Maintenance Program**

- All Supplies, (toner, developer, staples and drums), excludes paper.
- All Parts and Labor provided On-site
- **Includes an allowance of 90,000 B/W monthly copies**
  - Additional B/W copies to be billed at \$0.0042 Reconciled quarterly
  - Color copies to be billed at \$0.0420 Reconciled Quarterly

**Maintenance Plan per month: \$378.00**

**Total Projected Monthly Investment \$3,358.36**

(3)

## Town Option #1 Like-for-Like

CURRENT STATE							KONICA MINOLTA Like-for-Like	
LOC	DEPT (Per Purchasing Portal)	QTY	MAKE	TYPE	MODEL	CONFIGURATION (Usage Addendum)	KM MODEL	MONTHLY LEASE
TOWN		1	Toshiba	BW	2508A	2 paper trays/High Cap/C/S/P/F/ST	300I	\$ 88.64
TOWN		1	Toshiba	CLR	2505AC	2 paper trays/High Cap/C/S/P/F	C250I	\$ 89.07
TOWN		1	Toshiba	CLR	2505AC	2 paper trays/High Cap/C/S/P/F	C250I	\$ 89.07
TOWN		1	Toshiba	CLR	2505AC	2 paper trays/High Cap/C/S/P/F	C250I	\$ 89.07
TOWN		1	Toshiba	BW	4508A	2 paper trays/High Cap/C/S/P/F/ST	450I	\$ 103.59
TOWN		1	Toshiba	BW	4508A	2 paper trays/High Cap/C/S/P/F/ST	450I	\$ 103.59
TOWN		1	Toshiba	BW	4518A	2 paper trays/High Cap/C/S/P/F/ST	450I	\$ 103.59
TOWN		1	Toshiba	CLR	4505AC	2 paper trays/High Cap/C/S/P/F	C450I	\$ 149.18
TOWN		1	Toshiba	CLR	4505AC	2 paper trays/High Cap/C/S/P/F	C450I	\$ 149.18
TOWN		1	Toshiba	CLR	4505AC	2 paper trays/High Cap/C/S/P/F	C450I	\$ 149.18
TOWN		1	Toshiba	CLR	4505AC	2 paper trays/High Cap/C/S/P/F	C450I	\$ 149.18
TOWN		1	Toshiba	CLR	4505AC	2 paper trays/High Cap/C/S/P/F	C450I	\$ 149.18
TOWN		1	Toshiba	CLR	4505AC	2 paper trays/High Cap/C/S/P/F	C450I	\$ 149.18
TOWN		1	Toshiba	CLR	6506AC	2 paper trays/High Cap/C/S/P/F/ST	C650I	\$ 189.11
TOWN	LIBRARY	1	Toshiba	BW	3508A	(coin-op) 2 paper trays/High Cap/C/S/P/Jamex	360I	\$ 190.95
TOWN	LIBRARY (new unit)	1	NEW	BW	NEW	(coin-op) 2 paper trays/High Cap/C/S/P/Jamex	360I	\$ 190.95
TOWN		1	Toshiba	BW	8508A	2 paper trays/High Cap/C/S/P/F/ST	808	\$ 199.84
TOWN		1	Toshiba	BW	8508A	2 paper trays/High Cap/C/S/P/F/ST	808	\$ 199.84

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KONICA MINOLTA

## **Financial Considerations: Option # 2: Right-Sized**

### **Board of Education**

**Equipment Recommendations – (See Tables below for direct cost per device)**

- 15 BizHub 300i B/W Digital Multifunctional w/ Card Reader
- 17 BizHub 450i B/W Digital Multifunctional w/ Card Reader
- 2 BizHub C300i Color Digital Multifunctional w/ Card Reader
- 1 BizHub C450i Color Digital Multifunctional w/ Card Reader

**60 Mo FMV Lease: \$3,041.54**

### **Solutions Recommendation**

- Dispatcher Paragon (35 licenses w/ M & S)
  - Cloud Based Centralized Print Center Management Platform
  - Secure Print Release
  - eFax

**60 Mo FMV Lease: \$ 980.00**

### **Maintenance Program**

- All Supplies, (toner, developer, staples and drums), excludes paper.
- All Parts and Labor provided On-site
- **Includes an allowance of 207,000 B/W monthly copies**
  - Additional B/W copies to be billed at \$0.0042 Reconciled quarterly
  - Color copies to be billed at \$0.0420 Reconciled Quarterly

**Maintenance Plan per month: \$869.40**

**Total Projected Monthly Investment \$4,890.94**

Right-Sized recommendation is based on the basic model equipped with standard C / P / S / Staple functionality. Each unit will come with document feeder, 2-paper trays, large storage cabinet and internal staple finisher. Optional accessories per device are: Fax \$6.30 /mo 2-3 Hole Punch \$3.35 /mo. 2,500 Sheet Large Capacity Paper Tray \$8.00 /mo Booklet Maker \$21.00 /mo

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## BOE Option #2 Right-Sized

CURRENT STATE							KONICA MINOLTA Right-Sized	
LOC	DEPT (Per Purchasing Portal)	QTY	MAKE	TYPE	MODEL	CONFIGURATION (Per BOE Usage Addendum)	KM MODEL	MONTHLY LEASE
BOE	BOE	1	Toshiba	BW	477S	1 paper tray/C/S/P/Punch/Staple	300i	\$ 79.07
BOE	BOE	1	Toshiba	CLR	7506AC	2 paper trays/High Cap/C/S/P/Punch/Staple	450i	\$ 89.61
BOE	BOE	1	Toshiba	BW	7508A	2 paper trays/High Cap/C/S/P/ST	450i	\$ 89.61
BOE	GRISWOLD ELEMENTARY	1	Toshiba	BW	4508A	2 paper trays/High Cap/C/S/P/ST	450i	\$ 89.61
BOE	GRISWOLD ELEMENTARY	1	Toshiba	BW	6508A	2 paper trays/High Cap/C/S/P/Punch/Staple	450i	\$ 89.61
BOE	GRISWOLD ELEMENTARY	1	Toshiba	BW	6508A	2 paper trays/High Cap/C/S/P/Punch/Staple	450i	\$ 89.61
BOE	GRISWOLD ELEMENTARY	1	Toshiba	BW	7508A	2 paper trays/High Cap/C/S/P/ST	450i	\$ 89.61
BOE	HIGH SCHOOL	1	Toshiba	BW	2508A	2 paper trays/C/S/P/F/P/ST	300i	\$ 79.07
BOE	HIGH SCHOOL	1	Toshiba	BW	4508A	2 paper trays/C/S/P/ST	300i	\$ 79.07
BOE	HIGH SCHOOL	1	Toshiba	BW	4508A	2 paper trays/C/S/P/ST	300i	\$ 79.07
BOE	HIGH SCHOOL	1	Toshiba	BW	4508A	2 paper trays/C/S/P/ST	300i	\$ 79.07
BOE	HIGH SCHOOL	1	Toshiba	BW	4508A	2 paper trays/C/S/P/ST	300i	\$ 79.07
BOE	HIGH SCHOOL	1	Toshiba	BW	4508A	2 paper trays/C/S/P/ST	300i	\$ 79.07
BOE	HIGH SCHOOL	1	Toshiba	BW	5508A	2 paper trays/High Cap/C/P/S/Punch	300i	\$ 79.07
BOE	HIGH SCHOOL	1	Toshiba	BW	7508A	2 paper trays/C/S/P/F/ST	450i	\$ 89.61
BOE	HIGH SCHOOL	1	Toshiba	BW	7508A	2 paper trays/High Cap/C/S/P/F/ST	450i	\$ 89.61
BOE	HIGH SCHOOL	1	Toshiba	BW	7508A	2 paper trays/High Cap/C/S/P/F/ST	450i	\$ 89.61
BOE	HIGH SCHOOL	1	Toshiba	BW	7508A	2 paper trays/High Cap/C/S/P/ST	450i	\$ 89.61
BOE	HIGH SCHOOL	1	Toshiba	CLR	3505AC	2 paper trays/C/S/P/Punch/Staple	C300i	\$ 91.85
BOE	HIGH SCHOOL	1	Toshiba	CLR	4505AC	2 paper trays/C/S/P/Booklet maker	C450i	\$ 148.48
BOE	HUBBARD ELEMENTARY	1	Toshiba	BW	4508A	4 paper trays/C/S/P/F/ST	300i	\$ 79.07
BOE	HUBBARD ELEMENTARY	1	Toshiba	BW	7508A	2 paper trays/High Cap/C/S/P/F/ST	450i	\$ 89.61
BOE	MIDDLE SCHOOL	1	Toshiba	BW	4508A	2 paper trays/C/S/P/ST	300i	\$ 79.07
BOE	MIDDLE SCHOOL	1	Toshiba	BW	4508A	2 paper trays/C/S/P/ST	300i	\$ 79.07
BOE	MIDDLE SCHOOL	1	Toshiba	BW	8508A	2 paper trays/High Cap/C/S/P/ST	450i	\$ 89.61
BOE	MIDDLE SCHOOL	1	Toshiba	BW	6508A	2 paper trays/High Cap/C/S/P/Punch/Staple	450i	\$ 89.61
BOE	MIDDLE SCHOOL	1	Toshiba	BW	6508A	2 paper trays/High Cap/C/S/P/Punch/Staple	450i	\$ 89.61
BOE	MIDDLE SCHOOL	1	Toshiba	BW	7508A	2 paper trays/High Cap/C/S/P/ST	450i	\$ 89.61
BOE	MIDDLE SCHOOL	1	Toshiba	CLR	E3005AC	2 paper trays/High Cap/C/S/P/Booklet maker	C300i	\$ 91.85
BOE	TBD (Per RFP)	1	Toshiba	BW	4508A	2 paper traysC/S/P/F/ST	300i	\$ 79.07
BOE	WILLARD ELEMENTARY	1	Toshiba	BW	4508A	2 paper trays/C/S/P/ST	300i	\$ 79.07
BOE	WILLARD ELEMENTARY	1	Toshiba	BW	4508A	2 paper trays/C/S/P/ST	300i	\$ 79.07
BOE	WILLARD ELEMENTARY	1	Toshiba	BW	4508A	2 paper trays/High Cap/C/S/P/F/ST	300i	\$ 79.07
BOE	WILLARD ELEMENTARY	1	Toshiba	BW	7508A	2 paper trays/High Cap/C/S/P/ST	450i	\$ 89.61
BOE	WILLARD ELEMENTARY	1	Toshiba	BW	7508A	2 paper trays/High Cap/C/S/P/ST/BM	450i	\$ 89.61

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KONICA MINOLTA

## **Financial Considerations: Option # 2: Right-Sized**

### **Town of Berlin**

**Equipment Recommendations - (See Tables below for direct cost per device)**

- 4 BizHub 300i B/W Digital Multifunctional w/ Card Reader
- 2 BizHub 360i B/W Digital Multifunctional w/ Coin & Bill System
- 2 BizHub 450i B/W Digital Multifunctional w/ Card Reader
- 10 BizHub C300i Color Digital Multifunctional w/ Card Reader

**60 months FMV Lease: \$1,795.89**

### **Solutions Recommendation**

- Dispatcher Paragon (16 licenses w/ M & S)
  - Cloud Based Centralized Print Center Management Platform
  - Secure Print Release
  - eFax

**60 months FMV Lease: \$ 448.00**

### **Maintenance Program**

- All Supplies, (toner, developer, staples and drums), excludes paper.
- All Parts and Labor provided On-site
- **Includes an allowance of 90,000 B/W monthly copies**
  - Additional B/W copies to be billed at \$0.0042 Reconciled quarterly
  - Color copies to be billed at \$0.0420 Reconciled Quarterly

**Maintenance Plan per month: \$378.00**

**Total Projected Monthly Investment \$2,621.89**

Right-Sized recommendation is based on the basic model equipped with standard C / P / S / Staple functionality. Each unit will come with document feeder, 2-paper trays, large storage cabinet and internal staple finisher. Optional accessories per device are: Fax \$6.30 /mo 2-3 Hole Punch \$3.35 /mo. 2,500 Sheet Large Capacity Paper Tray \$8.00 /mo Booklet Maker \$21.00 /mo

## Town Option #2 Right-Sized

CURRENT STATE							KONICA MINOLTA Right-Sized	
LOC	DEPT (Per Purchasing Portal)	QTY	MAKE	TYPE	MODEL	CONFIGURATION (Usage Addendum)	KM MODEL	MONTHLY LEASE
TOWN		1	Toshiba	BW	2508A	2 paper trays/High Cap/C/S/P/F/ST	300i	\$ 79.07
TOWN		1	Toshiba	BW	4508A	2 paper trays/High Cap/C/S/P/F/ST	300i	\$ 79.07
TOWN		1	Toshiba	BW	4508A	2 paper trays/High Cap/C/S/P/F/ST	300i	\$ 79.07
TOWN		1	Toshiba	BW	4518A	2 paper trays/High Cap/C/S/P/F/ST	300i	\$ 79.07
TOWN		1	Toshiba	BW	8508A	2 paper trays/High Cap/C/S/P/F/ST	450i	\$ 89.61
TOWN		1	Toshiba	BW	8508A	2 paper trays/High Cap/C/S/P/F/ST	450i	\$ 89.61
TOWN		1	Toshiba	CLR	2505AC	2 paper trays/High Cap/C/S/P/F	C300i	\$ 91.85
TOWN		1	Toshiba	CLR	2505AC	2 paper trays/High Cap/C/S/P/F	C300i	\$ 91.85
TOWN		1	Toshiba	CLR	2505AC	2 paper trays/High Cap/C/S/P/F	C300i	\$ 91.85
TOWN		1	Toshiba	CLR	4505AC	2 paper trays/High Cap/C/S/P/F	C300i	\$ 91.85
TOWN		1	Toshiba	CLR	4505AC	2 paper trays/High Cap/C/S/P/F	C300i	\$ 91.85
TOWN		1	Toshiba	CLR	4505AC	2 paper trays/High Cap/C/S/P/F	C300i	\$ 91.85
TOWN		1	Toshiba	CLR	4505AC	2 paper trays/High Cap/C/S/P/F	C300i	\$ 91.85
TOWN		1	Toshiba	CLR	4505AC	2 paper trays/High Cap/C/S/P/F	C300i	\$ 91.85
TOWN		1	Toshiba	CLR	4505AC	2 paper trays/High Cap/C/S/P/F	C300i	\$ 91.85
TOWN		1	Toshiba	CLR	4505AC	2 paper trays/High Cap/C/S/P/F	C300i	\$ 91.85
TOWN		1	Toshiba	CLR	6506AC	2 paper trays/High Cap/C/S/P/F/ST	C300i	\$ 91.85
TOWN	LIBRARY	1	Toshiba	BW	3508A	(coin-op) 2 paper trays/High Cap/C/S/P/Jamex	360i	\$ 190.95
TOWN	LIBRARY (new unit)	1	NEW	BW	NEW	(coin-op) 2 paper trays/High Cap/C/S/P/Jamex	360i	\$ 190.95

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Wetheredd, CT

List Each Annual Cost per Machine/Model				Town of Berlin & Berlin Board of Education Copier RFP Response from CBS / Xerox									
QUAN	Model	Monthly Lease per machine	Annual Lease per machine	B&W CPC	Color CPC	Mainte nance	Toner	Staples	Equip ment return cost / Mth	Buyout Term	PAPERCUT COST PER MODEL / MTH	Secure Fax & Email	Coin Op Cost / MTH
1	Xerox C8170	\$ 112.00	\$ 1,344.00	0.004	0.04	INCL	INCL	*** \$104.00	\$ 4.76		\$ 24.00		N/A
1	Xerox C8155	\$ 108.00	\$ 1,296.00	0.004	0.04	INCL	INCL	\$104.00	\$ 4.76		\$ 24.00		N/A
6	Xerox C8145	\$ 93.00	\$ 1,116.00	0.004	0.04	INCL	INCL	*** \$104.00	\$ 4.76		\$ 24.00		N/A
1	Xerox C8145	\$ 98.00	\$ 1,176.00	0.004	0.04	INCL	INCL	\$104.00	\$ 4.76		\$ 24.00		N/A
3	Xerox C8135	\$ 91.75	\$ 1,101.00	0.004	0.04	INCL	INCL	\$104.00	\$ 4.76		\$ 24.00		N/A
1	Xerox C8135	\$ 95.00	\$ 1,140.00	0.004	0.04	INCL	INCL	\$104.00	\$ 4.76	Not Available	\$ 24.00		N/A
1	Xerox C8135	\$ 100.00	\$ 1,200.00	0.004	0.04	INCL	INCL	\$104.00	\$ 4.76		\$ 24.00		N/A
13	Xerox B8170	\$ 123.00	\$ 1,476.00	0.004	N/A	INCL	INCL	\$104.00	\$ 4.76	at this time	\$ 24.00		N/A
5	Xerox B8155	\$ 114.00	\$ 1,368.00	0.004	N/A	INCL	INCL	\$104.00	\$ 4.76		\$ 24.00		N/A
16	Xerox B8145	\$ 114.00	\$ 1,368.00	0.004	N/A	INCL	INCL	\$104.00	\$ 4.76		\$ 24.00		N/A
1	Xerox B7035	\$ 57.00	\$ 684.00	0.004	N/A	INCL	INCL	\$104.00	\$ 4.76		\$ 24.00		\$ 67.00
1	Xerox B7030	\$ 62.00	\$ 744.00	0.004	N/A	INCL	INCL	\$104.00	\$ 4.76		\$ 24.00		N/A
1	Xerox B7030	\$ 72.00	\$ 864.00	0.004	N/A	INCL	INCL	\$104.00	\$ 4.76		\$ 24.00		N/A
1	Xerox B605	\$ 53.00	\$ 636.00	0.004	N/A	INCL	INCL	\$104.00	\$ 4.76		\$ 24.00		N/A
52	Includes: 52 copiers configured as requested, ship back 52 copiers after 60 months lease, PaperCut on 52 machines, Cloud based faxing for 41 existing fax lines (4000 faxes per month), and 1 coin op.												
*Cost will remain the same throughout the term of the lease													
Booklet maker staples for C8135 & B8170 - \$125 per box (8 refills / 16k staples per box)													
Standard staples for office finishers \$104.00 per box (3 refills / 15k per box)													
Total Cost - \$7,268.55 per month													



Ryan Business Systems  
South Windsor, CT

Town of Berlin

# of Devices	Make	Model	Current Speed	Proposed Speed	Proposed Configuration	Mo. Lease	CPP-B&W	CPP-Color
6	Canon	DX C5840i	45ppm	40ppm	SPDF, Cabinet, Fax	\$ 77.00	0.0037	0.037
1	Canon	DX C5870i	65ppm	70ppm	SPDF, Cabinet, Inner Staple, Fax	\$ 127.00	0.0037	0.037
2	Canon	DX6780i	85ppm	80ppm	SPDF, HC Drawers, External Staple, Fax	\$ 151.00	0.0037	
2	Canon	DX4745i	45ppm	45ppm	SPDF, Cabinet, Inner Staple, Fax	\$ 75.00	0.0037	
1	Canon	DX4725i/Coin	35ppm	25ppm	DADF, Cabinet, Jamex Coin-op	\$ 90.00	0.0037	
3	Canon	DX C3826i	25ppm	26ppm	SPDF, Cabinet, Fax	\$ 49.00	0.0037	0.039
1	Canon	DX4725i	25ppm	25ppm	DADF, Cabinet, Inner Staple, Fax	\$ 62.00	0.0037	
1	Canon	DX4745i	45ppm	45ppm	SPDF, Cabinet, Inner Staple, Fax	\$ 75.00	0.0037	
17								
Monthly Lease Cost for 17 Devices (Hardware Only)						\$ 706.00		

Berlin BOE

# of Devices	Make	Model	Current Speed	Proposed Speed	Proposed Configuration	Per Unit Mo. Lease	CPP-B&W	CPP-Color	Locations
2	Canon	DX4745i	45ppm	45ppm	SPDF, CFU-4 Tray, Punch, Inner Staple, Fax	\$ 90.00	0.0037		Hubbard, ??
9	Canon	DX4745i	45ppm	45ppm	SPDF, Cabinet, Punch, Inner Staple	\$ 74.00	0.0037		Berlin HS (5), Willard (2), McGee (2)
1	Canon	DX4745i	45ppm	45ppm	SPDF, HC CFU, Punch, Inner Staple, Fax	\$ 93.00	0.0037		Willard
2	Canon	DX4745i	45ppm	45ppm	SPDF, HC CFU, Punch, Inner Staple	\$ 84.50	0.0037		Griswold, Berlin HS
4	Canon	DX6780i	75ppm	80ppm	SPDF, HC Drawers, Punch, External Staple, Fax	\$ 159.00	0.0037		Hubbard, Berlin HS (3)
6	Canon	DX6780i	75ppm	80ppm	SPDF, HC Drawers, Punch, External Staple	\$ 150.50	0.0037		Berlin HS, Willard, McGee (2), Griswold, BOE
1	Canon	DX6780i	75ppm	80ppm	SPDF, HC Drawers, Punch, External Booklet	\$ 176.00	0.0037		Willard
1	Canon	DX4725i	25ppm	25ppm	DADF, Cabinet, Punch, Inner Staple, Fax	\$ 70.00	0.0037		Berlin HS
4	Canon	DX6860i	65ppm	60ppm	SPDF, HC Drawer, Punch, External Staple	\$ 132.50	0.0037		Griswold (2), McGee (2)
1	Canon	DX C5840i	45ppm	40ppm	SPDF, Cabinet, Punch, External Booklet	\$ 115.00	0.0037	0.037	Berlin HS
1	Canon	DX C5840i	30ppm	40ppm	SPDF, HC CFU, Punch, External Booklet	\$ 127.00	0.0037	0.037	McGee
1	Canon	DX C5870i	75ppm	70ppm	SPDF, HC CFU, Punch, External Staple	\$ 152.00	0.0037	0.037	BOE
1	Canon	DX C3835i	35ppm	35ppm	SPDF, Cabinet, Punch, Inner Staple	\$ 81.00	0.0037	0.039	BOE
1	Canon	DX C357iF	49ppm	55ppm	Staple, NO Punch Available	\$ 48.00	0.0037	0.039	BOE
35									
Monthly Lease Cost for 35 Devices (Hardware Only)						\$ 1,552.50			

Notes for above Pricing:

Cost/Page Includes - All Parts, Labor, Drums, Toner, Waste Containers, Staples and Shipping Charges.

Cost/Page is Billed by RYAN, Monthly in Arrears based on Actual Usage. COST/PAGE PRICING REMAINS FIRM FOR THE TERM OF THE LEASE.

60 Month, "0" Down, \$1 Out Lease, Canon Financial Services (CFS-sample lease enclosed). Hardware Only with Payment to CFS. LEASE PRICING REMAINS FIXED FOR THE TERM OF THE LEASE.

Lease Pricing Includes Delivery, Full Installation and Initial/On-going Training, and Removal of RYAN Fleet at End of Lease Term.

All of the above Models are Newly Manufactured with Standard Copy/Print/Scan Functionality and Fax where indicated. Fax Boards are not needed with eFax Solution. Please deduct \$7.50 if Fax Board in Configuration Column.

Above Pricing Includes Buyout Amount of \$8,800.00.



Xerox - New Haven, CT

Major Account Lease Pricing Exhibit

By: Meir Holtzberg Email: mholtzberg@ctxerox.com Phone: 860-271-7165

City of Berlin March 2022



Solution for Town of Berlin - Board of Education

Product	Descriptions/Accessories	Quantity	CPM	Term (mos)	Monthly Minimum Charge Each	B/W Print Charge	Color Print Charge	Supplies Included	Cust Ed Included	Consulting Svcs Included	Staples Included	Yearly Price
<b>C7025S2</b>	VersaLink C7025 Color Multifunction Printer with 4 Tray Module (2x520 sheets), Tray 3&4 High Capacity 100 Sheet Bypass Tray, 110 Sheet Mult-Pass DADF, OCT, Security (Disk Encryption and Image Overwrite), Searchable PDF, Network Accounting, STD Output Tray, Left Side Tray. Pricing fixed for term, maintenance price included.	1	25	60	\$77.10	\$0.0062	\$0.0391	Yes	Yes	Yes	Yes	\$925.20
Accessories	OFFINLX1 -Office Finisher LX with Gap Filler	1			Included							
Accessories	2/3 Hole punch for Office Finisher	1			Included							
Accessories	RFID70 -Integrated Programmable RFID Reader	1			Included							
Accessories	FAX-1LINE -1 Line Fax + Secure Fax to email	1			Included							
<b>C8135H2</b>	Xerox C8135H2 35 ppm IOT w/High Capacity Tandem Tray Module (ELQ), 130 sheet Single Pass Document Handler (SPDH), (two 520 sheet Trays, Trays 3&4 = 2000 sheets [LT/A4], 100 Sheet Bypass, Automatic Duplex, Two x 250 OCTs, 100 sheet face up tray, Exit 2 Inner tray), 128GB SSD. Pricing fixed for term, maintenance price included.	2	35	60	\$124.24	\$0.0056	\$0.0356	Yes	Yes	Yes	Yes	\$1,490.88
Accessories	OFC-81 -Office Finisher	1			Included							
Accessories	2/3 Hole punch for Office Finisher	1			Included							
Accessories	Booklet Maker Finisher + 2/3 Hole Punch	1			Included							
Accessories	FAX-1LINE -1 Line Fax + Secure Fax to email	2			Included							
Accessories	RFID70 -Integrated Programmable RFID Reader	2			Included							
<b>C8145H2</b>	Xerox C8145H2 45 ppm IOT w/High Capacity Tandem Tray Module (EHQ) 130 sheet Single Pass Document Handler (SPDH), (two 520 sheet Trays, Trays 3&4 = 2000 sheets [LT/A4], 100 Sheet Bypass, Automatic Duplex, Two x 250 OCTs, 100 sheet face up tray, Exit 2 Inner tray), 128GB SSD. Pricing fixed for term, maintenance price included.	13	45	60	\$122.56	\$0.0056	\$0.0356	Yes	Yes	Yes	Yes	\$1,470.72
Accessories	FAX-1LINE -1 Line Fax + Secure Fax to email	13			Included							
Accessories	RFID70 -Integrated Programmable RFID Reader	13			Included							
Accessories	OFC-81 -Office Finisher	12			Included							
Accessories	2/3 Hole punch for Office Finisher											
Accessories	Booklet Maker Finisher	1		60	\$23.00							\$276.00

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<b>C8155H2</b>	Xerox C8155H2 55 ppm IOT w/High Capacity Tandem Tray Module (EHQ) 130 sheet Single Pass Document Handler (SPDH), (two 520 sheet Trays, Trays 3&4 = 2000 sheets [LT/A4], 100 Sheet Bypass, Automatic Duplex, Two x 250 OCTs, 100 sheet face up tray, Exit 2 Inner tray), 128GB SSD, 120V / 15amp. Pricing fixed for term, maintence price included.	2	55	60	\$145.72	\$0.0052	\$0.0356	Yes	Yes	Yes	Yes	\$1,748.64
Accessories	OFC-81 -Office Finisher	2						Included				
Accessories	FAX-1LINE -1 Line Fax + Secure Fax to email	2						Included				
Accessories	RFID70 -Integrated Programmable RFID Reader	2						Included				
Accessories	2/3 Hole Punch	2						Included				
<b>C8170H2</b>	Xerox C8170H2 70 ppm IOT w/High Capacity Tandem Tray Module (EFQ) 250 sheet Single Pass Document Handler, (two 520 sheet Trays, Trays 3&4 = 2000 sheets [LT/A4], 100 Sheet Bypass, Automatic Duplex, Two x 250 OCTs, 100 sheet face up tray, Exit 2 Inner tray), 128GB SSD, 120V / 20amp. Pricing fixed for term, maintence price included.	16	70	60	\$155.40	\$0.0052	\$0.0356	Yes	Yes	Yes	Yes	\$1,864.80
Accessories	OFC-81 -Office Finisher	15						Included				
Accessories	2/3 Hole punch for Office Finisher	5						Included				
Accessories	FAX-1LINE -1 Line Fax + Secure Fax to email	16						Included				
Accessories	RFID70 -Integrated Programmable RFID Reader	16						Included				
Accessories	Booklet Maker Finisher + 2/3 Hole Punch	1						Included				
<b>Follow me print</b>	Follow me print solution by Xerox IWS + Mobile print	35						Included				
<b>Buyout of \$8,800</b>	Check issued after lease commencement.	1		60	\$181.00							\$2,172.00
	Total machines for Town of Berlin - BOE	35							Yearly cost for BOE excludes Usage			\$9,948.24

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## Major Account Lease Pricing Exhibit

By: Meir Holtzberg Email: mholtzberg@ctxerox.com Phone: 860-271-7165

City of Berlin March 2022



## Solution for Town of Berlin - Town

Product	Descriptions/Accessories	Quantity	CPM	Term (mos)	Monthly Minimum Charge Each	B/W Print Charge	Color Print Charge	Supplies Included	Cust Ed Included	Consulting Svcs Included	Staples Included	Yearly Price
C7025S2	VersaLink C7025 Color Multifunction Printer with 4 Tray Module (2x520 sheets), Tray 3&4 High Capacity, 100 Sheet Bypass Tray, 110 Sheet Mult-Pass DADF, OCT, Security (Disk Encryption and Image Overwrite), Searchable PDF, Network Accounting, STD Output Tray, Left Side Tray. Pricing fixed for term, maintenance price included.	5	25	60	\$77.10	\$0.0062	\$0.0391	Yes	Yes	Yes	Yes	\$925.20
Accessories	OFFINLX1 -Office Finisher LX with Gap Filler	5			Included							
Accessories	RFID70 -Integrated Programmable RFID Reader	5			Included							
Accessories	FAX-1LINE -1 Line Fax + Secure Fax to email	5			Included							
C8135H2	Xerox C8135H2 35 ppm IOT w/High Capacity Tandem Tray Module (ELQ), 130 sheet Single Pass Document Handler (SPDH), (two 520 sheet Trays, Trays 3&4 = 2000 sheets [LT/A4], 100 Sheet Bypass, Automatic Duplex, Two x 250 OCTs, 100 sheet face up tray, Exit 2 Inner tray), 128GB SSD. Pricing fixed for term, maintenance price included.	1	35	60	\$124.24	\$0.0056	\$0.0356	Yes	Yes	Yes	Yes	\$1,490.88
Accessories	OFC-81 -Office Finisher	1			Included							
Accessories	FAX-1LINE -1 Line Fax + Secure Fax to email	1			Included							
Accessories	RFID70 -Integrated Programmable RFID Reader	1			Included							
Jamex	Jamex 9557B with MP3000 Vend Station Coins, Cash, Credit Cards	1		60	\$79.26							\$951.12
C8145H2	Xerox C8145H2 45 ppm IOT w/High Capacity Tandem Tray Module (EHQ) 130 sheet Single Pass Document Handler (SPDH), (two 520 sheet Trays, Trays 3&4 = 2000 sheets [LT/A4], 100 Sheet Bypass, Automatic Duplex, Two x 250 OCTs, 100 sheet face up tray, Exit 2 Inner tray), 128GB SSD. Pricing fixed for term, maintenance price included.	8	45	60	\$122.56	\$0.0056	\$0.0356	Yes	Yes	Yes	Yes	\$1,470.72
Accessories	OFC-81 -Office Finisher	2			Included							
Accessories	FAX-1LINE -1 Line Fax + Secure Fax to email	8			Included							
Accessories	RFID70 -Integrated Programmable RFID Reader	8			Included							
Accessories	2/3 Hole Punch Kit	2			Included							
C8170H2	Xerox C8170H2 70 ppm IOT w/High Capacity Tandem Tray Module (EFQ) 250 sheet Single Pass Document Handler (SPDH), (two 520 sheet Trays, Trays 3&4 = 2000 sheets [LT/A4], 100 Sheet Bypass, Automatic Duplex, Two x 250 OCTs, 100 sheet face up tray, Exit 2 Inner tray), 128GB SSD, 120V / 20amp. Pricing fixed for term, maintenance price included.	3	70	60	\$155.40	\$0.0052	\$0.0356	Yes	Yes	Yes	Yes	\$1,864.80
Accessories	OFC-81 -Office Finisher	3			Included							
Accessories	FAX-1LINE -1 Line Fax + Secure Fax to email	3			Included							
Accessories	RFID70 -Integrated Programmable RFID Reader	3			Included							
Follow me print	Follow me print solution by Xerox IWS + Mobile print	16		60	\$123.00							\$1,476.00
	Total machines for Town of Berlin - Town	16										\$8,178.72
												Yearly cost for Town excludes Usage

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